### AGREEMENT FORM FOR NON-CANDIDATE/ISSUE ADVERTISEMENTS

Station and Location:	Date:
WPZS-FM CHARLOTTE, NC	09/07/2016

### The 2016 Committee do hereby request station time concerning the following issue:

PLEASE SEE ATTACHED DOCUMENTATION.

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks
PLEASE ON	SEE SPOTS,	ATTACHED TIMES,	ORDER AND COST.	FOR	DETAILS

This broadcast time will be used by: The 2016 Committee

### THIS PAGE MUST BE COMPLETED FOR PROGRAMMING THAT "COMMUNICATES A POLITICAL MATTER OF NATIONAL IMPORTANCE." FOR ALL OTHER ISSUE ADS, PLEASE GO TO PAGE 3.

Programming that "communicates a political matter of national importance" includes (1) references to legally qualified candidates (presidential, vice presidential or congressional); (2) any election to Federal office (e.g., any references to "our next senator", "our person in Washington" or "the President"); and (3) a national legislative issue of public importance (e.g., Affordable Care Act, revising the IRS tax code, federal gun control or any federal legislation).

Does the programming (in whole or in part) communicate "a message relating to any political matter of national importance?"  ■ Yes □ No
For programming that "communicates a message relating to any political matter of national importance," list the name of the legally qualified candidate(s) the programming refers to, the offices being sought, the date(s) of the election(s) and/or the issue to which the communication refers (if applicable):
I represent that the payment for the above described broadcast time has been furnished by (name and address):
The 2016 Committee Robert H. Frank Treasurer PO Box 1351 Merrifield VA 22116
and you are authorized to announce the time as paid for by such person or entity (hereinafter referred to as the "sponsor").
List the chief executive officers or members of the executive committee or the board of directors below (or attach separately):
Robert H. Frank - Treasurer

For programming that "communicates a message relating to any political matter of national importance," attach Agreed Upon Schedule (Page 5)

### TO BE COMPLETED FOR ALL ISSUE ADVERTISEMENTS

THIS STATION DOES NOT DISCRIMINATE OR PERMIT DISCRIMINATION ON THE BASIS OF RACE OR ETHNICITY IN THE PLACEMENT OF ADVERTISING.

The Sponsor agrees to indemnify and hold harmless the station for any damages or liability, including reasonable attorney's fees, that may ensue from the broadcast of the above-requested advertisement(s). For the above-stated broadcast(s), the sponsor also agrees to prepare a script, transcript, or tape, which will be delivered to the station at least before the time of the scheduled broadcasts.								
TO BE SIGNED BY	/ ISSUE ADVERTISER (S	SPONSOR)						
9/5/16								
Date	Signature	Contact Phone Number						
TO BE SIGNED BY STATION REPRESENTATIVE								
<b>■</b> Accepted	☐ Accepted in Part	☐ Rejected						
Signature	Printed Name	Title						

	Sep 06, 16
CONT#	30060715
REP	EASTMAN
TO	WPZS-FM
FM	JESSICA L

OFF

AGY

DDS CONT# 0 C/P/E: na / na / na

PH # 301-879-0010

NPZS-FM (Charlotte-Gastonia-Rock Hill, NC-SC)

Mod# Ver# 1 (Last = )

JESSICA LAVORERIO (AE)

PHILADELPHIA SALESPERSON FAX#
SRH MEDIA INC

ADDR PO BOX 367
SPENCERFILLE, MD 20868

BYR STEVE HAZLETON
ADV THE 2016 COMMITTEE
PDT The 2016 Committee
FLT Sep 27, 16 - Nov 07, 16

Enteren 09/7/14 B

<sup>\*\* 9/6/2016 4:47:00</sup> PM: THIS IS A NEW ISSUE/POLITICAL ORDER. PLEASE NOTE THERE IS A 24 HOUR CANCELLATION POLICY ON ALL ISSUE/POLITICAL ORDERS. PLEASE CONFIRM WITH KEVIN.POLLOCK@KATZRADIOGROUP.COM OR CALL 215-557-4255. THANK YOU!

МС	LN	DAYS	TIME	LEN	EFFECTIVE DATES	# OF Day	NPD	RATE	TOT SPTS
		FLIGHT 1							
	1.1	.T	6A - 10A	60	09/27/2016 - 09/27/2016	1D	2	\$175.00	2
	1.2	*T****	10A - 3P	60	09/27/2016 - 09/27/2016	1D	1	\$175.00	1
	1.3	.Т.,,,,	3P - 7P	60	09/27/2016 - 09/27/2016	1D	2	\$175.00	2
				** FL	IGHT TOTALS **		5	\$875.00	
	2.1	FLIGHT 2 W	6A - 10A	60	09/28/2016 - 09/28/2016	1D	2	\$175.00	2
	2.1	W	10A - 3P	60	09/28/2016 - 09/28/2016	1D	1	\$175.00	
	2.3	W	3P - 7P	60	09/28/2016 - 09/28/2016	1D	2	\$175.00	1 1
				** =1	IGHT TOTALS **	J	5	\$875.00	
					SOTT TOTALS	î		ψο, σ.σσ	
		FLIGHT 3							
	3.1	T	6A - 10A	60	09/29/2016 - 09/29/2016	1D	2	\$175.00	2
	3.2	Т	10A - 3P	60	09/29/2016 - 09/29/2016	1D	1	\$175.00	1 1
	3.3	Т	3P - 7P	60	09/29/2016 - 09/29/2016	1D	2	\$175.00	1 1
		(RED) - 646		** FL	I IGHT TOTALS **	1	5	\$875.00	
						Ĩ			
		FLIGHT 4							
	4.1	F.,	6A - 10A	60	09/30/2016 - 09/30/2016	1D	2	\$175.00	
	4.2	Fax	10A - 3P	60	09/30/2016 - 09/30/2016	1D	1	\$175.00	1 1
	4.3	F	3P - 7P	60	09/30/2016 - 09/30/2016	1D	2	\$175.00	2
				** FL	IGHT TOTALS **	ii.	5	\$875.00	

<sup>\*</sup> REP ORDER COMMENT \*

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,						,			
		FLIGHT 5							
	5.1	S.	6A - 7P	60	10/01/2016 - 10/01/2016	1D	3	\$40.00	3
				** FL	IGHT TOTALS **	į	3	\$120.00	
	1				1	Ĩ			
		FLIGHT 6							
	6.1	S	6A - 7P	60	10/02/2016 - 10/02/2016	1D	3	\$40.00	3
				** FL	IGHT TOTALS **	'	3	\$120.00	
						Ĭ			
		FLIGHT 7							
	7.1		6A - 10A	60	10/03/2016 - 10/03/2016	1D		\$175.00	2
	7.1	M	D	60		1D	2	\$175.00	1
	7.2	M	10A - 3P	60	10/03/2016 - 10/03/2016				2
	7.3	M	3P - 7P	60	10/03/2016 - 10/03/2016	1D	2	\$175.00	4
				** FL	IGHT TOTALS **		5	\$875.00	
						1			
		FLIGHT 8							
	8.1	.T	6A - 10A	60	10/04/2016 - 10/04/2016	1D	2	\$175.00	2
	8.2	Tassas	10A - 3P	60	10/04/2016 - 10/04/2016	1D	1	\$175.00	1
	8.3	.T.,	3P - 7P	60	10/04/2016 - 10/04/2016	1D	2	\$175.00	2
	0.0	* 'VEECES	0. 71		Į.	'-			7
				** FL	IGHT TOTALS **		5	\$875.00	1
				İ					- 1
		FLIGHT 9						-	
	9.1	W	6A - 10A	60	10/05/2016 - 10/05/2016	1D	2	\$175.00	2
	9.2	W	10A - 3P	60	10/05/2016 - 10/05/2016	1D	1	\$175.00	1
	9.3	W	3P - 7P	60	10/05/2016 - 10/05/2016	1D	2	\$175.00	2
				** □	I LIGHT TOTALS **	ļ	5	\$875.00	
				'-	IGIT TOTALS	ì		ψ073.00	-
		FLIGHT 10							
	10.1	T	6A - 10A	60	10/06/2016 - 10/06/2016	1D	2	\$175.00	2
	10.2	T	10A - 3P	60	10/06/2016 - 10/06/2016	1D	1	\$175.00	1
	10.3	T	3P - 7P	60	10/06/2016 - 10/06/2016	1D	2	\$175.00	2
				** Fi	IGHT TOTALS **	!	5	\$875.00	
					l	1		+3, 3,3	
									- [
		FLIGHT 11						A	
	11.1	F	6A - 10A	60	10/07/2016 - 10/07/2016	1D	2	\$175.00	2
	11.2	F	10A - 3P	60	10/07/2016 - 10/07/2016	1D	1	\$175.00	1
	11.3	F	3P - 7P	60	10/07/2016 - 10/07/2016	1D	2	\$175.00	2
				** FL	IGHT TOTALS **	'	5	\$875.00	
					I				
		FLICUT 42							
	L	FLIGHT 12							

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	12.1	S.	6A - 7P	60	10/08/2016 - 10/08/2016	1D	3	\$40.00	3
				** FL	IGHT TOTALS **		3	\$120.00	
1 1		FLIGHT 13							
	13.1	S	6A - 7P	60	10/09/2016 - 10/09/2016	1D	3	\$40.00	3
				** FL	IGHT TOTALS **		3	\$120.00	
		FLIGHT 14							
	14.1	M	6A - 10A	60	10/10/2016 - 10/10/2016	1D	2	\$175.00	
	14.2	M	10A - 3P 3P - 7P	60	10/10/2016 - 10/10/2016 10/10/2016 - 10/10/2016	1D 1D	1 2	\$175.00 \$175.00	
	14.3	M	3P - 7P			טו			
				** FL	IGHT TOTALS **		5	\$875.00	
	15.1	FLIGHT 15 .T	6A - 10A	60	10/11/2016 - 10/11/2016	1D	2	\$175.00	2
	15.1	3 150000 *Toom	10A - 3P	60	10/11/2016 - 10/11/2016	1D	1	\$175.00	
	15.3	,T	3P - 7P	60	10/11/2016 - 10/11/2016	1D	2	\$175.00	
				** FL	IGHT TOTALS **		5	\$875.00	
			1						
		FLIGHT 16							
	16.1	W	6A - 10A	60	10/12/2016 - 10/12/2016	1D	2	\$175.00	2
	16.2	W	10A - 3P	60	10/12/2016 - 10/12/2016	1D	1	\$175.00	1
	16.3	W	3P - 7P	60	10/12/2016 - 10/12/2016	1D	2	\$175.00	2
				** FL	IGHT TOTALS **		5	\$875.00	
		FLIGHT 17			4044040040	45		<b>#475.00</b>	
	17.1 17.2	T	6A - 10A 10A - 3P	60	10/13/2016 - 10/13/2016 10/13/2016 - 10/13/2016	1D 1D	2	\$175.00 \$175.00	2
	17.2	T T	3P - 7P	60	10/13/2016 - 10/13/2016	1D	2	\$175.00	
	11.0		0. 7.		IGHT TOTALS **		5	\$875.00	
				'	I I			φο, σ.σσ	
		FLIGHT 18							
	18.1	F	6A - 10A	60	10/14/2016 - 10/14/2016	1D	2	\$175.00	2
	18.2	F	10A - 3P	60	10/14/2016 - 10/14/2016	1D	1	\$175.00	1
	18.3	F	3P - 7P	60	10/14/2016 - 10/14/2016	1D	2	\$175.00	2
				** FL	IGHT TOTALS **		5	\$875.00	
		FLIGHT 19							
	19.1	S.	6A - 7P	60	10/15/2016 - 10/15/2016	1D	3	\$40.00	3

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			** FL	IGHT TOTALS **		3	\$120.00	
	FLIGHT 20							
20.1	S	6A - 7P	60	10/16/2016 - 10/16/2016	1D	3	\$40.00	3
			** FL	IGHT TOTALS **		3	\$120.00	
	FLIGHT 21						<b>0.175.00</b>	
21.1	M	6A - 10A 10A - 3P	60 60	10/17/2016 - 10/17/2016 10/17/2016 - 10/17/2016	1D 1D	2	\$175.00 \$175.00	2
21.2	M	3P - 7P	60	10/17/2016 - 10/17/2016	1D	2	\$175.00	2
	, willing			IGHT TOTALS **	1	5	\$875.00	
			'	I TOTALS	I		40.0.00	
	FLIGHT 22							
22.1	,T	6A - 10A	60	10/18/2016 - 10/18/2016	1D	2	\$175.00	2
22.2	.T	10A - 3P	60	10/18/2016 - 10/18/2016	1D	1	\$175.00	1
22.3	.T	3P - 7P	60	10/18/2016 - 10/18/2016	1D	2	\$175.00	2
			** FL	IGHT TOTALS **		5	\$875.00	
	FLIGHT 23	0.0 10.0	00	40/40/0040 40/40/0040	45		¢475.00	
23.1	W	6A - 10A 10A - 3P	60	10/19/2016 - 10/19/2016 10/19/2016 - 10/19/2016	1D 1D	2	\$175.00 \$175.00	2
23.2	W	3P - 7P	60	10/19/2016 - 10/19/2016	1D	2	\$175.00	2
			** FI	IGHT TOTALS **		5	\$875.00	
					ı		40.0.00	
	FLIGHT 24							
24.1	T	6A - 10A	60	10/20/2016 - 10/20/2016	1D	2	\$175.00	2
24.2	T	10A - 3P	60	10/20/2016 - 10/20/2016	1D	1	\$175.00	1
24.3	T	3P - 7P	60	10/20/2016 - 10/20/2016	1D	2	\$175.00	2
			** FL	IGHT TOTALS **		5	\$875.00	
	FLIGHT 25						0.175.00	
25.1	F	6A - 10A	60	10/21/2016 - 10/21/2016	1D 1D	2	\$175.00 \$175.00	2
25.2 25.3	F	10A - 3P 3P - 7P	60	10/21/2016 - 10/21/2016 10/21/2016 - 10/21/2016	1D	2	\$175.00	2
20.0		0		IGHT TOTALS **	, ,	5	\$875.00	7
				JOHN TOTALS	ì		ψ07 0.00	
	FLIGHT 26							
26.1	S.	6A - 7P	60	10/22/2016 - 10/22/2016	1D	3	\$40.00	3
			** FL	IGHT TOTALS **	k .	3	\$120.00	

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**EASTMAN** 

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FLIGHT 27 10/23/2016 - 10/23/2016 1D 3 \$40.00 3 6A - 7P 60 27.1 .....S \*\* FLIGHT TOTALS \*\* 3 \$120.00 FLIGHT 28 \$175.00 2 60 10/24/2016 - 10/24/2016 1D 2 28.1 6A - 10A M.... 1 1 1D \$175.00 60 10/24/2016 - 10/24/2016 10A - 3P 28.2 M..... 3P - 7P 1D 2 \$175.00 2 60 10/24/2016 - 10/24/2016 28.3 M.... 5 \*\* FLIGHT TOTALS \*\* \$875.00 FLIGHT 29 1D 2 \$175.00 2 60 10/25/2016 - 10/25/2016 29.1 .T.... 6A - 10A 1 \$175.00 1 1D 10/25/2016 - 10/25/2016 10A - 3P 60 29.2 .T.... 2 2 3P - 7P 10/25/2016 - 10/25/2016 1D \$175.00 .T..... 60 29.3 5 \*\* FLIGHT TOTALS \*\* \$875.00 FLIGHT 30 2 \$175.00 60 10/26/2016 - 10/26/2016 1D 30.1 ...W.... 6A - 10A 1 1 1D \$175.00 10A - 3P 60 10/26/2016 - 10/26/2016 30.2 ..W.... 2 2 \$175.00 3P - 7P 10/26/2016 - 10/26/2016 1D 60 30.3 ..W... 5 \$875.00 \*\* FLIGHT TOTALS \*\* FLIGHT 31 \$175.00 1D 2 2 10/27/2016 - 10/27/2016 31.1 ....T.... 6A - 10A 60 1 1 1D \$175.00 31.2 ....T.... 10A - 3P 60 10/27/2016 - 10/27/2016 2 2 3P - 7P 10/27/2016 - 10/27/2016 1D \$175.00 60 31.3 ····T···· \*\* FLIGHT TOTALS \*\* 5 \$875.00 FLIGHT 32 2 10/28/2016 - 10/28/2016 1D 2 \$175.00 32.1 ....F... 6A - 10A 60 1 1 \$175.00 1D sasaFas 10A - 3P 60 10/28/2016 - 10/28/2016 32.2 2 2 1D \$175.00 10/28/2016 - 10/28/2016 32.3 ones Esec 3P - 7P 60 5 \$875.00 \*\* FLIGHT TOTALS \*\* FLIGHT 33 3 3 \$40.00 6A - 7P 60 10/29/2016 - 10/29/2016 1D 33.1 .....S. 3 \$120.00 \*\* FLIGHT TOTALS \*\*

Sep 06, 16

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		ELIQUE 64	1						
	34.1	FLIGHT 34 S	6A - 7P	60	10/30/2016 - 10/30/2016	1D	3	¢40.00	3
	34.1	5	6A - 7P			טו		\$40.00	
				** FL	IGHT TOTALS **		3	\$120.00	
,									
		FLIGHT 35							
	35.1	M	6A - 10A	60	10/31/2016 - 10/31/2016	1D	2	\$175.00	1 1
	35.2	M	10A - 3P	60	10/31/2016 - 10/31/2016	1D	1	\$175.00	0
	35.3	M	3P - 7P	60	10/31/2016 - 10/31/2016	1D	2	\$175.00	2
				** FL	IGHT TOTALS **		5	\$875.00	
		FLIGHT 36							5000
	36.1	2 <u>T</u>	6A - 10A	60	11/01/2016 - 11/01/2016	1D	2	\$175.00	
	36.2	, T	10A - 3P	60	11/01/2016 - 11/01/2016	1D	1	\$175.00	100
	36.3	,T.,,,,	3P - 7P	60	11/01/2016 - 11/01/2016	1D	2	\$175.00	
				** FL	IGHT TOTALS **		5	\$875.00	
				,					
		FLIGHT 37							
	37.1	W	6A - 10A	60	11/02/2016 - 11/02/2016	1D	2	\$175.00	
	37.2	W	10A - 3P	60	11/02/2016 - 11/02/2016	1D	1	\$175.00	m m
	37.3	W	3P - 7P	60	11/02/2016 - 11/02/2016	1D	2	\$175.00	
				** FL	IGHT TOTALS **		5	\$875.00	
		FLIGHT 38							
	38.1	T	6A - 10A	60	11/03/2016 - 11/03/2016	1D	2	\$175.00	2
	38.2 38.3	T	10A - 3P 3P - 7P	60	11/03/2016 - 11/03/2016	1D	1	\$175.00	1
	30.3	T	3P - 7P	60	11/03/2016 - 11/03/2016	1D	2	\$175.00	2
				** FL	IGHT TOTALS **		5	\$875.00	
	20.4	FLIGHT 39	CA 10A		44/04/0040 44/04/0040			0475.00	
	39.1 39.2	F F	6A - 10A 10A - 3P	60	11/04/2016 - 11/04/2016 11/04/2016 - 11/04/2016	1D 1D	2	\$175.00 \$175.00	2
	39.3	F	3P - 7P	60	11/04/2016 - 11/04/2016	1D 1D	2	\$175.00	2
	33.5	vocadeous)				ויט			4
				FL	IGHT TOTALS **		5	\$875.00	
		FLICUT 40							
	40.1	FLIGHT 40	6A - 7P	60	11/05/2016 - 11/05/2016	1D	3	\$40.00	3
	40.1	S.	UA-1P			ן יט	3		3
				** FL	IGHT TOTALS **		3	\$120.00	
		FLIGHT 41							

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41.1	S	6A - 7P	60	11/06/2016 - 11/06/2016	1D	3	\$40.00	3
			** FL	IGHT TOTALS **		3	\$120.00	
	FLIGHT 42							
42.1	M	6A - 10A	60	11/07/2016 - 11/07/2016	1D	2	\$175.00	2
42.2	M	10A - 3P	60	11/07/2016 - 11/07/2016	1D	1	\$175.00	1
42.3	M	3P - 7P	60	11/07/2016 - 11/07/2016	1D	2	\$175.00	2
			** FL	IGHT TOTALS **		5	\$875.00	

	Oct 16	Nov 16	
SPOTS	150	36	
CASH	22200.00	5490.00	
TRADE	0.00	0.00	
NSL	0.00	0.00	
TOTAL	22200.00	5490.00	
00000			TOTAL
SPOTS			186
CASH			27,690.00
TRADE			0.00
NSL			0.00
TOTAL			27.690.00

### \*\* Competitive Comments \*\*

SVC:

Demo Adults 35+

Nondiscrimination -Paragraphs 49 and 50 of the United States Federal Communications Commission's Report and Order No. 07-217 provides that broadcast stations' advertising contracts will not discriminate on the basis of race or ethnicity, and must contain nondiscrimination clauses. Consistent with this order, Katz Communications, Inc. (including any subsidiary or division of Katz) does not discriminate in any broadcast advertising contract on the basis of race or ethnicity and evaluates, negotiates and completes its broadcast advertising contracts without regard to race or ethnicity.

### ORDER

**Orders** Order / Rev: 321385 30060715 Alt Order #: The 2016 Committee Product Desc: WPZS-FM /30060715 Estimate: Eastman Philadelphia Primary AE: Flight Dates: 09/27/16 - 11/07/16 Sales Office: N-PHI 09/07/16 / 09/07/16 Original Date / Rev: Sales Region: National **GENERAL** Order Type: SRH Media, Inc. Agency Name: Cash Billing Type: **Buying Contact:** Broadcast Billing Calendar: Billing Contact: Billing Cycle: EOM/EOC PO Box 367 Agency Commission: 15% Spencerfille, MD 20868 New Business Thru: 2016 Committee Advertiser Name: 00:30:00 Order Separation: A35+ Demographic: Advertiser External ID: Political Issue Product Codes: Agency External ID: 01 Priority: General AGY, POLITICAL, POL-ISS Unit Code: Revenue Codes:

Bill Plan

Start Date	End Date	# Spots	Gross Amount	Net Amount		
09/26/16	10/30/16	150	\$22,200.00	\$18,870.00		
10/31/16	11/07/16	36	\$5,490.00	\$4,666.50		

### Totals

Month	# Spots	Gross Amount	Net Amount	Rating	
October 2016	150	\$22,200.00	\$18,870.00	0.00	
November 2016	36	\$5,490.00	\$4,666.50	0.00	
Totals	186	\$27,690.00	\$23,536.50	0.00	

Account Executives

Account Executive	Sales Office	Sales Region	Start Date / End Date	Order %
Eastman Philadelphia	•	•	Start Of Order - End Of Order	100%

Ln C	Ch S	Start	End	Inventory Code	Break	Start/End	Time Days	Len Sp	ots	Rate Pri	Rtg Type	Spots	Amount
		9/27/16	11/07/16	M-F AM Drive	CM	6:00 AM-10	:00 AM-2222	1:00	8	\$175.0001	0,00 NM	60	\$10,500.00
	***************************************	.,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,		Mon-Fri							1		
Al	M -												
	Start D	ate	End Date	<u>Weekdays</u>	Spots/Week	Rate	Rating				1		
Wee	k: 09/26/	16	10/02/16	-2222	8	\$175.00	0.00						
Wee	k: 10/03/	16	10/09/16	22222	10	\$175.00	0.00						
Wee	k: 10/10/	16	10/16/16	22222	10	\$175.00	0.00						
Wee	ek: 10/17/	16	10/23/16	22222	10	\$175.00	0.00						
Wee	k: 10/24/	16	10/30/16	22222	10	\$175.00	0.00				- 1		
Wee	k: 10/31/	16	11/06/16	22222	10	\$175.00	0.00				- 1		
Wee	k: 11/07/	16	11/13/16	2	2	\$175.00	0.00				3055		
E 2 W	VPZS 09	9/27/16	11/07/16	M-F Midday	CM	10:00 AM-3	:00 PM-1111	1:00	4	\$175.0001	0.00 NM	30	\$5,250.00
				Mon-Fri Midday							- 1		
M	D -												
	Start D	Date	End Date	Weekdays	Spots/Week	Rate	Rating				- 1		
Wee	ek: 09/26/	16	10/02/16	-1111	4	\$175.00	0.00				- 1		
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2016 Committee

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The 2016 Committee

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### **About the 2016 Committee**

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subject=About%20Us&body=The%20goat%20the%20Victory%20Project%20is%20to%20reach%20out%20to%20African%20American%20voters%20in%20the%20eight%20so-called%20swing%20states%2C%20using%20the%20late%20Richard%20Notline%20Notline%20yotexe.)

In August of 2013, The National Draft Ben Carson for President Committee was launched to convince Dr. Ben Carson to run for President of the United States.

We collected and delivered more than 550,000 petitions and clamorings to Dr. Carson.

At first he laughed our efforts off, but with the help of more than 200,000 supporters and more than 36,000 volunteers, as well as our paid staff whose numbers rose to more than 100 during the height of the campaign, eventually he heard our call and announced his candidacy in May of last year.

That's when we changed our name to The 2016 Committee.

Unfortunately, Ben Carson pulled out of the race in March, stating:



"You know, there's a lot of people who love me, they just won't vote for me."

- BEN CARSON

### A New Initiative

We, and his hundreds of thousands of supporters were disappointed, but feel proud that we pulled off the second successful true draft effort in the history of the United States.

And though we began this effort with only one goal: electing Dr. Ben Carson as the next President of the United is the GOP nominee, we are committed to keeping Hillary Clinton from occupying the

The 2016 Committee we launched what we're calling, The Victory Campaign.

Unless we unite as a party and work our hearts out to defeat Hillary Clinton, we will sentence our children and their our strategy thrushy was of darkness, as Ronald Reagan said We're going all out to defeat Hillary Clinton by electing Donald Trump as the next President of the United States. It's either Hillary or Donald and when put in those why trump (http://www.2016COMMITTEE.ORG/WHY-TRUMP/) stark terms, we are foursquare behind defeating Hillary Clinton and electing Donald Trump.

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"How anybody who thinks of themselves as a conservative could say, 'I'd rather have Hillary Clinton,' is just insane."

— NEWT GINGRICH

The goal of the Victory Project is to reach out to African American voters in the eight so-called swing states, using the late Richard Nadler's proven approach, that will decide who wins the White House. Those swing states are Virginia, North Carolina, Florida, Ohio, Indiana, Missouri, Colorado and New Mexico.

We have begun the process by first targeting North Carolina and Ohio, two must win states. If Donald Trump loses in either of these states he will lose to Hillary Clinton. We need your help in reaching our first goal of funding radio advertising in North Carolina and Ohio—about \$700,000.

Your dollars, no matter the amount, are critical to the success of this effort to insure the defeat of Hillary Clinton. Would you make a donation today?

God bless you, and God bless America!

John Philip Sousa, IV

(I Plide Some

National Chairman

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WHY TRUMP (HTTP://WWW.zo16COMMITTEE.ORG/WHY-TRUMP/)
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National Court in 2009 assessment for recognitive Court in 2009 assessment in 2009 and in

### Winning a Significant Share of the Minority Vote

The American electorate has changed dramatically over the past 25 years, Due to higher birth rates and massive legal immigration, the number of black and Hispanic voters has increased dramatically.

The reality is that unless and until Republican candidates, especially presidential candidates, reach out successfully to these voters, the far left Democratic Party will become the dominant political party in America for the foreseeable future.

Fortunately, there is a proven method for conservative Republican candidates to win over African American and Hispanic voters in numbers significant enough to reverse the prospects of the Democratic Party and make the Republican Party the dominant political party in America.

That proven and relatively inexpensive method is via the use of the old medium of radio and through the targeted use of broadcast television.

Recent tests have proven that used intelligently, this approach can win over a minimum of 18% of African American voters. In reality, used over the long term, such tactics should enable the Republican Party's presidential candidate to win over approximately one third of all African American voters. In doing so, it completely changes the metrics and results in a landslide for the Republican presidential candidate.

### A Proven Approach to Reaching Black and Hispanic Voters

Through the use of targeted radio and television advertising to African American voters, dramatic inroads can be made into winning over those voters on a continuing basis. This paper focuses primarily on the success achieved by targeting African American voters; but as noted herein, the test results of using radio and television to target Hispanics who self-identify themselves as conservative is equally definitive and encouraging.

The 2016 COMMITTEEN AMERICAN VOTERS HAVE REPEATEDLY IDENTIFIED THEMSELVES

AS CONSERVATIVE

OUR STRATES NAME TO A MANY WILL AND SOME TEXTRESS OF STRATES TO WITH THE WAY WITH A STRATES TO WITH THE WAY WITH A STRATES TO A STRATES TO A STRATE OF THE WAY WAS A STRATES TO A STRATE OF THE WAY WAS A STRATES TO A STRATE OF THE WAY WAS A STRATES 
### A September of 2014 an NBC/Wall Street Journal Survey found that 37% of all African Americans consider themselves to be conservative

This poll was consistent with other surveys taken prior and since. Yet, when these same African American go to the polls, they continue to vote for a more liberal Democrat candidate. After doing this through several election cycles, Republican strategists wrote off black voters.

It is worth noting that the GOP has not always had difficulty in winning over black voters. As recently as 1956 Dwight Eisenhower won 39% of the African American vote, and in 1960, Richard Nixon won 30% of the African American vote.

Pollster Kellyanne Conway, founder and president of The Polling Company, conducted a blind study to better understand why self-identified black conservatives vote for liberal Democrat candidates.

In this study, African Americans were asked a variety of questions on national issues. Consistent with survey results, approximately one-third identified with the conservative position on these issues. These self-identified conservative African Americans were then asked which party most closely identified with their position on these issues. More than 90% of these voters identified the Democrat Party as the party that was closest to them on these issues!

### WHY DON'T AFRICAN AMERICANS WHO SELF-IDENTIFY THEMSELVES AS CONSERVATIVE ON THE ISSUES VOTE FOR CONSERVATIVE CANDIDATES?

There are three reasons that African Americans who identify themselves as conservative on the Issues find it difficult to support conservative Republican candidates, and these two reasons are intertwined.

### Self-Imposed Entertainment and News Isolation

Unlike any other ethnic group in America, African Americans have continued their reliance on "black" radio stations, newspapers, and black television networks. Historically, other ethnic groups who emigrated to the United States initially relied on media in their original language for their news and entertainment; however, when the first generation of immigrants gave way to the second generation and immigration declined to a trickle, instead of a flood, most entertainment mediums and news outlets ceased to exist because there was no longer a demand.

African Americans did not, of course, choose to immigrate to the United States. Just one-third of all black Americans are members of the middle class, and fully one-third of them live in poverty. Regardless of their economic condition, a large cross-section still rely primarily on so-called "black" media for their news and entertainment.

Writing in 2003, John Uhlman concluded...

"It is not minority liberalism, nor minority exceptionalism that defines conservative underperformance among these groups, but minority isolation – the cultural isolation of many Blacks, and the linguistic isolation of many Hispanics. This is what enables liberals to achieve constant majorities, and occasional super-majorities, among these groups."

- JOHN UHLMAN

For many decades, especially since 1964, Democrats have focused heavily on black media outlets, while the Republican Party has generally ignored African Americans altogether. And, that brings us to the second reason that only a tiny percentage of African Americans, regardless of their philosophical persuasion, choose to vote for Republicans.

### THE BIG LIE THAT CONSERVATIVES AND REPUBLICANS ARE RACIST

The second reason is simply that African Americans have been led to believe that all conservatives and Republicans are racist, While conservatives and Republicans have been ignoring African Americans, the Democrats have focused on them as the key to political dominance.

The news media, school text books, entertainment media, and leading Democrat politicians continually repeat the lie that all conservatives and Republicans are racist. And, in election years they "spike" the black vote by making up stories about how Republicans are racist.

### African Americans sincerely believe conservatives and Republicans are racist

For instance, when then Texas Governor George Bush ran for the White House in 2000, the Democrats created an outrageous and totally dishonest story about how Bush refused to punish white racists who dragged a black man to death behind a truck. In the 2014 elections, the official Georgia Democratic Party published a flyer implying that if the Republican Senate candidate was elected it would result in more police officers shooting innocent African Americans. And, then there was Vice President Joe Biden who when making a campaign speech before a black audience in 2014 stated, "They're going to put y'all back in chains!"

These ads and flyers and speeches have one purpose, to "spike" the black vote,

The bottom line is this, African Americans sincerely believe conservatives and Republicans are racist. If that's the case, why would they even consider voting for a conservative Republican?

That's why, election after election, the Democrats have been successful in spiking the black vote with the lie that conservatives and Republicans are not only racist, but, in fact, their enemy. And, year after year, African Americans vote almost as a solid bloc for Democrat candidates.

Not surprisingly, this pattern seemed to confirm the theory of Republican consultants, that going after the black vote was an impossible, unrewarded and counterproductive effort.

### THREE MEN WHO CHALLENGED THE COMMON WISDOM

However, three men challenged the hypothesis of the Republican consultants, Richard Nadler, John Uhlmann, and Dan Rooney. Nadler was a journalist and policy analyst who spent his early years as a member of the far left, Uhlmann was a successful businessman in the wholesale grocery field in Kansas City, and Dan Rooney was founder and president of the Golden Rule Insurance Company, located in Indianapolis. All three men, now deceased, believed that the conventional wisdom of the GOP political consultants was wrong and they set out to prove their assertion.

The company they founded, Access Communications Group (ACG) was established to test their theory, A synopsis of their meta study of the 2002 midterm election titled Republican Issue Advertising in Black and Hispanic Population Areas states:

"To determine how minority voter behavior was affected by a program of intensive Republican issue advertising, Access Communications Group (ACG) analyzed election returns from dominantly African American precincts in 19 political contests, and from dominantly Hispanic precincts in 10 political contests."

- ACCESS COMMUNICATIONS GROUP

Their meta study covered five states, each one a statewide race, To reach conservative African Americans they ran radio ads on urban contemporary radio stations, especially around the Tom Joyner Show, a very successful, nationally syndicated program that features gospel music, humor, and traditional moral values, Their television buys were similarly strategic on the Black Entertainment Television (BET). The ads were straight conservative ads, with an emphasis on school choice and abortion, However, they also included ads on national defense, taxes, spending, energy and other important topics of the day.

Their approach to Hispanic Americans was similarly strategic and straightforward. And, they selected radio programs that would appeal to aspiring and conservative Hispanics. Their television effort sought out the same audience.

In order to accurately measure their results, the effort led by Richard Nadler intentionally bypassed some areas that were predominantly black and predominantly Hispanic. This enabled them to measure the results horizontally. In other words, they could compare the election results in the predominantly black areas where the ads were run with areas in the same state where the ads were not run. They also compared results vertically, that is in the same geographic areas, but in prior statewide elections during which no radio or TV advertising was conducted.

### RESULTS OF TEST SHOWED CONVENTIONAL WISDOM OF REPUBLICAN CONSULTANTS TO BE IN ERROR

In terms of voting for the Republican candidate, the results were not dramatic, but they were conclusive. In nineteen out of nineteen targeted predominantly black areas, the vote for the Republican candidate increased by an average of 3.6%. The vote for the Republican candidate increased in every single test area. Similarly, in all 10 of the targeted predominantly Hispanic districts the Republican vote increased by an average of 6.14%. Again, the vote for the Republican candidate increased in every area where the ads were run

In the nineteen out of nineteen targeted dominant black areas the vote for the Republican candidate increased by an average of 3.16%.

While the increase in the Republican vote was not dramatic, the decrease in vote for the Democratic candidate was very significant. Not only did the black and Hispanic vote total not increase as predicted by the Washington, DC, GOP consultants, it actually declined substantially in both black and Hispanic areas reached by the radio and television advertising.

### RESPONSE TO REPUBLICAN SUCCESS IN REACHING AFRICAN AMERICAN AND HISPANIC

The reaction to Republican success in reaching black and Hispanic voters in the 2002 mid-term elections was a shock to both Democrat and Republican consultants, Following the 2002 election, liberal super consultant Donna Brazile wrote a memo titled African American turnout in the 2002 elections. Brazile had previously run campaigns for Jesse Jackson, Bill Clinton and Al Gore, She wrote...

"...Our efforts to expand the electorate were made more difficult by the Republican Black radio strategy. Republican messaging to the base hampered our ability to expand the off-year electorate in 2002.

To all the second of the secon

In the absence of significant response in Democratic strategy, Republican messaging to the base will make base voter continuity, not to mention expansion, very difficult for Democrats in 2003 and 2004."

— DONNA BRAZILE

So, what did the Democrats do? Their response was simple and straightforward. They ignored the fact that none of the ads suggested not voting, that all of the ads were issue based, and that no ad was race based. Nevertheless, with the help of a compliant and sympathetic news media, they loudly and widely charged that the Republicans had engaged in voter suppression, Instead of fighting back and telling the truth, one of the Republican establishment organizations who had used the Nadler approach turned tail and ran for cover. The Democratic charge that the Nadler approach was voter suppression was blatant dishonesty, but it scared off the Republican establishment who too often seem to believe the lies of the Democrats that Republicans, especially conservatives, are racist.

### DOES SUCH AN OLD MEDIA APPROACH STILL WORK?

That question was answered by the National Draft Ben Carson for President Committee, Begun in 2013, the Committee focused exclusively on persuading Dr. Ben Carson to run for president of the United States, By, late 2014 they were close to their goal, but then Dr. Carson announced that he would not run for president unless the Republicans were able to not only retain control of the House of Representatives, but also capture control of the U.S. Senate. This provided an opportunity for the draft committee to test the validity of the Nadler-Uhlmann approach in 2014, More than \$500,000 was spent on radio advertising in North Carolina and in Louisiana, promoting the

Republican candidates for U.S. Senate to black and Hispanic Americans. Unfortunately, the National Draft Ben Carson for President Committee (NDBC) did not have the resources to precisely test the power of the ads; yet, ample evidence exists from the North Carolina race that pitted Democratic incumbent Kay Hagen against challenger Thom Tillis that the Nadler approach to winning over minority voters is still valid.

The NDBC spent \$312,000 on North Carolina radio ads run on black and Spanish speaking radio stations urging these voters to vote for Thom Tillis, the Republican candidate for U.S. Senate, Unfortunately, funds were unavailable to run television ads. The radio ads all closed with this line.,, "Ben Carson trusts Thom Tillis, You should too," This tag line proved to be the key to winning over a large number of African American voters, It was used because of Dr. Carson's iconic standing in the black community. Gifted Hands, a movie about Ben Carson's life, has been seen by a large number of African Americans; and, in 2006, Dr. Carson received the highest award given by the NAACP, whose other recipients included Oprah Winfrey, Jackie Robinson, and Rosa Parks, among many others. In other words, Dr. Ben Carson wasn't just another conservative African American running for public office, he was a beloved and widely respected member of the African American community. Even Jesse Jackson said of Dr. Carson, "He is a model for all of the youth of today."

By all indications, the radio ads the Committee ran in North Carolina provided the margin of victory to Thom Tillis. In 2008, when Senator Elizabeth Dole was running for re-election, she lost the race because she only received 1% of the black vote.

### "I'm reading an exit poll from North Carolina, and it says that Thom Tillis won 18% of the black vote. That can't be right!"

- BOB BECKEL, FNC, ELECTION EVE 2014

Two months prior to the 2014 election, that was exactly the same percentage of black Americans supporting Thom Tillis for U.S., Senate, according to Rasmussen, However, as the ads kept running, support from the African American community for Tillis continued to climb. By Election Day, it reached 11.9% statewide according to a post-election analysis by Rasmussen.

Interestingly, this happened even though the Committee chose not to run ads in the Northern crescent and the Southern tier of North Carolina where there is a heavy concentration of African American voters. Nevertheless, Thom Tillis still won 11.9% of the African American vote statewide.

On election eve, prior to any election returns coming in, Bob Beckel (reporting on the Fox News Channel) blurted out, "I'm reading an exit poll from North Carolina, and it says that Thom Tillis won 18% of the black vote, That can't be right!" It now appears that it was right, at least in the polling area where that exit poll was taken.

The ads run by the National Draft Ben Carson for President Committee reached somewhat less than two-thirds of all African American voters in North Carolina.

If you do the math and assume that Thom Tillis won only 1% of the black vote in the areas not reached by the ads, and won 18% of the vote in the areas where almost two-thirds of African Americans lived, the statewide black vote for Tillis would have been slightly less than 12% which is exactly what the final vote tally was.

The bottom line is that the ads moved black voters dramatically toward the Republican candidate for U.S. Senate, persuading them that incumbent Senator Kay Hagen did not support their interests, This was the 60 second ad on abortion aired repeatedly for two months in North Carolina...

THE BLACK FOLK LYNCHED IN THE UNITED STATES FROM 1880 TO THE PRESENT? SENATOR KAY HAGAN AND THE DEMOCRAT PARTY SUPPORT KILLING BABIES FOR ANY REASON UP THE MINUTE BEFORE THEY'RE BORN AND THEY WANT US TO CONTINUING FUNDING PLANNED PARENTHOOD, AN ORGANIZATION SET UP TO EXTERMINATE BLACK PEOPLE, THOM TILLIS, REPUBLICAN CANDIDATE FOR THE UNITED STATES SENATE, BELIEVES THAT EVERY BARY IS PRECIOUS AND HAS A RIGHT TO LIVE SO DOES DRIBEN CARSON, RATHER THAN KILLING BABIES, DR CARSON HAS SAVED THOUSANDS, BEN CARSON TRUSTS THOM TILLIS TO FIGHT FOR OUR BABIES, SO DO LITHE NEXT TIME KAY HAGAN ASKS FOR YOUR VOTE, ASK HER WHY SHE DOESN'T WANT OUR CHILDREN, PAID FOR BY THE NATIONAL DRAFT BEN CARSON FOR PRESIDENT COMMITTEE, NOT AUTHORIZED BY ANY CANDIDATE OR CANDIDATE COMMITTEE.

Like the Nadler ads of 2002, each ad was placed near the Tom Joyner Show, and they were hard-hitting conservative ads on school choice, abortion, energy, national defense, taxes, etc. And, although Richard Nadler, John Uhlmann, and Dan Rooney were no longer alive, NDBC was able to use the person who worked with Nadler to create and place the

### 2016 Reality

The reality is that unless the Republican candidate for president wins at least 18% of the African American vote in the eight so-called swing states—Virginia, North Carolina, Florida, Ohio, Indiana, Missouri, Colorado, and New Mexico—he is almost sure to go down to defeat. This reality can be captured by the fact that in 1988 George H.W. Bush won a landslide election by getting 60% of the white vote, but in 2012 Mitt Romney won 60% of the white vote and went down to ignominious defeat. Just turning out more white voters or depending on winning more than 60% of the white vote is a sure recipe for political disaster. Moreover, as the non-white vote percentage continues to grow in the years ahead, it will make the challenge of winning national elections even more difficult.

### The Bottom Line

The bottom line is that radio and television advertising directed to selected African American and Hispanic voters is not only effective, it is also cost effective, and is key to winning over black and Hispanic voters in 2016.

By targeting African American and Hispanic voters in swing states and using Ben Carson as the spokesman in the ads, the Republican candidate for president dramatically increases his chances for success on Election Day, And, of course, the more funds available, the more successful such an effort will be.

Although each of the swing states is different in terms of black and Hispanic population, a radio only effort in each of these states would total no more than \$3,2 million. In fact, it may prove to be more cost effective to advertise nationally on the Tom Joyner show, than to buy local time. If that is the case, and funds are available, it would put the Democrats on defense and force them to defend their candidate in states beyond the eight swing states. Ideally, funds would be available to not only run radio ads to black and Hispanic voters, but also television ads on black television in the swing states.

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### Why Trump

Donald Trump wasn't our first choice— Ben Carson was. But while we have our reservations about Trump, the reality is a Donald Trump administration will be far, far superior to a Hillary Clinton administration. Consider just some of the things that Donald Trump is committed to do as president:

- Enforce and strengthen our immigration laws and build a wall on our Southern border to stop illegal immigration, terrorists trying to enter the United States, and the terrible flow of illegal drugs.
- Destroy ISIS quickly by simply changing the rules of engagement to what they were in World War II and rebuilding our military might so that no nation will dare attack us.
- Create millions of new jobs by passing a Reaganesque tax cut that is endorsed by Steve Forbes and Stephen Moore.
- Repeal and replace Obamacare with a health savings plan that eliminates the bureaucrat between you and your health care.

Approve the keystone pipeline and re-open government lands to oil and gas
 Susands of new jobs and total energy

The 2016 Committee

• End political correctness, i.e. censorship in all government institutions and our strategy in that receive government support including America's strategy and universities.

WHY TRUMP (HTTP://WWW.2016COMMITTEE.ORG/WHY-TRUMP/)

Appoint Supreme Court justices with the judicial philosophy of the late

ABOUT MS (HITTH/MYM/S 2016COMMITTEE ORG/WHY-TRUMP/)

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NEWIS (HITTH/MYM/S 2016COMMITTEE ORG/WHY-TRUMP/)

NEWIS (HITTH/MYM/S 2016COMMITTEE ORG/WHY-TRUMP/)

NEWIS (HITTH/MYM/S 2016COMMITTEE ORG/WHY-TRUMP/)

IS a constitutionalist.

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Will Hillary Clinton do any of these things? Of course not! In fact, she will do exactly the opposite.

In 2016, the choice is clear. Donald Trump must defeat Hillary Clinton.



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### <u>Pascal's Wager - Bet On Trump</u> (http://www.2016committee.org/pascalswager-bet-on-trump/)

August 29, 2016

Pascal's wager has become my fire-wall in arguing with the Kool-Aid drinkers of NeverTrump. None of Trump's imperfections, both as a person and as a candidate, threaten the future of the country. Hillary appointing far-left zealots to the federal judiciary and bureaucracy absolutely does. Which would you rather?

Read more (http://www.2016committee.org/pascals-wager-bet-on-trump/)



Many fine folks have qualms about Trump. However, a large majority of these conservative activists have come around, are supporting Trump and plan to vote for him, clothespin on nose or otherwise. For they realize that a) a Clinton presidency represents an existential threat to our freedoms and b) the only candidate who can prevent that is named Trump.

Read more (http://www.2016committee.org/john-kasich-and-the-nevertrump-quislings/)

# First Phase of Victory Project 80% Funded (http://www.2016committee.org/firstphase-of-victory-project-80funded/)

July 14, 2016

In our last communication, we told you we needed about \$700,000 to run radio ads on black radio stations in North Carolina and Ohio, the two must-win states needed to defeat Hillary Clinton this coming November 7th. Today, thanks to you, The 2016 Committee has nearly \$560,000 in our bank account, all dedicated to those radio ads in



OUR STRATEGY (HTTP://WWW.2016COMMITTEE.ORG/OUR-STRATEGY/)

WHY TRUMP (HTTP://WWW.2016COMMITTEE.ORG/WHY-TRUMP/)

ABOUT US (HTTP://WWW.2016COMMITTEE.ORG/ABOUT-US/)

NEWS (HTTP://WWW.2016COMMITTEE.ORG/NEWS/)

### Why Dr. Ben Carson is Supporting Donald Trump for President (http://www.2016committee.org/whydr-ben-carson-is-supportingdonald-trump-for-president/)

July 14, 2016

Now some people have said, "Why would you get behind a man like Donald Trump?" I'll tell you why. I've come to know Donald Trump over the last few years. He is actually a very intelligent man who cares deeply about America. [He's] very cerebral, sits there and considers things very carefully.

Read more (http://www.2016committee.org/why-dr-ben-carson-is-supporting-donald-trump-for-president/)

# Black Vote Climbing Both Numerically and As a Percent of the Total Vote (http://www.2016committee.org/black-vote-climbing/)

July 14, 2016

The black vote is climbing both numerically and as a percent of the total vote. That makes our outreach to African American voters that much more important, especially when you consider that in the last NBC/Wall Street Journal poll 37% of African Americans were identified as conservatives based on their views on the issues.

Read more (http://www.2016committee.org/black-vote-climbing/)

### Never Trump Does The Hindenburg (http://www.2016committee.org/never-trump-does-the-hindenburg/)

July 13, 2016

That crashing sound and acrid burning smell you've noticed of late is the "NeverTrump" (NT) movement meeting political reality in the same manner the dirigible Hindenburg met the ground in Lakehurst, New Jersey.

Read more (http://www.2016committee.org/never-trump-does-the-hindenburg/)

### Swing-state stunner: Trump Has Edge in Key States (http://www.2016committee.org/swingstate-stunner/)

July 13, 2016

New swing-state polls released Wednesday by Quinnipiac University show Trump leading Clinton in Florida and Pennsylvania — and tied in the critical battleground state of Ohio. In three of the states that matter most in November, the surveys point to a race much closer than the national polls, which have Clinton pegged to a significant, mid-single-digit advantage over Trump, suggest.

Read more (http://www.2016committee.org/swing-state-stunner/)

### Stay In Touch

Get regular updates on our effort to keep Hillary out of the White House.

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